



Career Center of Lowell Self Marketing Workshop Series

BEYOND NETWORKING™

Friday November 3, 2006 at 10:00am

- You've been diligent about executing Networking principles. You've contacted friends, neighbors, colleagues and business acquaintances, physicians, dentists, town selectman etc.
- You have attended the networking meetings; you have the "right" names at the "right" companies.
- But you are still failing to score your next logical career opportunity. So what's next?
- *It's late in the game and you need to score a touchdown!* Take a more direct approach. **Come and meet Coach Ed.** Together plan a marketing campaign designed to get your *most qualified individual*...that's you in front of prospective Hiring Managers, Directors, VP's, C-level Executives etc. *This is a sales presentation. You're the product...identify the need and sell the benefit of hiring you!

Develop Your Game Plan

Identify Potential Objections and Learn how to Overcome those Objections

And then Close, Close, Close that Sale

And this is only the beginning of what the TOTAL PACKAGE can give to you.

Presented by **Ed Adamowicz**, the founder and chairman of TOTAL PACKAGE, where he brings more than 30 years of athletic coaching and business experience to the world of professional coaching. After leaving athletics he spent nearly ten years as an Executive Search Consultant. **Coach Ed** then transitioned to Corporate America. He became the Director of Americas Staffing at Data General Corporation and subsequently the Director of Recruiting for the North American Sales, Marketing, Professional Services, and General & Administrative organizations at EMC Corporation. While there, the Coach created an internal recruiting organization credited with saving the company \$20M on cost per hire during FY2000. www.the-totalpackage.com

Free and open to the public
To register see a Job Specialist or
contact the Career Center of Lowell at
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